

# Automotive Daily News



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## Ford Output Slackens; Plane Building Goes On

Detroit, Jan. 19.—Ford Motor Company is slowing down production in some departments, the customary procedure at this time of year. Some men are working five days a week, due to "staggering" of those departments which have run ahead of others. For example, production of cylinder heads, having run ahead of schedule, is held down until its output harmonizes with that of other departments. Sales in the first ten days of January showed a backward tendency due, in opinion of officials, to buyers' hesitation on account of prices as developed at the New York show and uncertainty about the tax situation. But sales for second ten-day period shows signs of being larger than in the same period of last year.

In spite of the loss by fire Sunday of the Dearborn plant of the

Stout Metal Airplane Division the Ford Motor Company will not halt the production of airplanes, an official here announces.

"We probably will not wait to rebuild, but will go on with production in other parts of the company's buildings," this official said. "Of course, the fire means a delay, but not a cessation of production. The loss is not regarded as serious. Everything was purely experimental. The more planes we build, the more we learn. So it goes."

On a visit here yesterday at the engineering laboratory Mr. Ford talked only of plans for developing the aircraft industry. As a result of the fire the Detroit Arctic expedition will now be limited to two machines—a triple-engine Fokker and a single Liberty engine monoplane. The three-engine all-metal Ford airplane which was to have been used by the expedition was destroyed.

## TO MAINTAIN PRICE LEVELS

### Canadian Dealers in Drive to Prevent Price Drops

MONTREAL, Jan. 19.—The Retail Merchants' Association of Canada has embarked on a campaign of price maintenance, which President James T. Crowder explains is not at all the same thing as price-fixing.

Auto and accessory dealers, and tire dealers form one of the sections to whose interests the association is devoting its energies.

The campaign conducted throughout Canada, President Crowder said, is "to establish a fair-trading policy between the manufacturer, wholesaler and retailer, which will guarantee to the retailer a reasonable margin of profit in trade-marked, nationally advertised standard goods."

In British Columbia, it was said by delegates from that province, the retailer co-operates with the manufacturer to sell goods made in Canada in competition with imported products. The present campaign in Ontario and Quebec will last until March.

Every community visited thus far has gone on record as favoring the new sales plan brought forward by President Crowder.

### NEW YORK SAFETY CONGRESS IS CALLED

Albany, Jan. 19.—Gov. Alfred E. Smith, commissioners of motor vehicles of seven states, officials of 110 cities and representatives of the Federal and Dominion governments will participate in the New York State Safety Congress, which Charles A. Harnett, commissioner of motor vehicles, has called at Albany, March 11, 12 and 13. An attendance of over 2,000 officials, including police and fire chiefs, district attorneys, sheriffs, county clerks and magistrates, is assured.

## HOOVER AGAIN HITS AT RUBBER PRICE GOUGING

### Urges Government Aid To Fight British Monopoly

WASHINGTON, Jan. 19.—American rubber consumers must take action to protect themselves against the British rubber monopoly, which is exacting more than \$5,000,000,000 annually from rubber users in this country, Secretary of Commerce Hoover told the House committee on Interstate and Foreign Commerce.

Hoover recommended immediate and drastic action to curb the British raw rubber monopoly.

Asked by Representative M. O. Garber of Oklahoma if it would be fair for the United States to hold back loans to Great Britain as a move in self-defense against rubber price gouging, Secretary Hoover declared: "If control is not abolished public opinion here will demand reprisals; I hope, however, that it will not come to that."

American bankers are co-operating with the government in withholding loans to foreign nations for the purpose of aiding monopolies, said Hoover.

"Sardonic" and "humorous" was the way Secretary Hoover characterized statements by eminent Britons that American tire manufacturers should have contracted for their supplies years ahead and not blame Great Britain for skyrocketing prices.

American banks will not advance credits for more than a few months ahead on rubber purchases, owing to the speculative nature of the market, and tire makers are not financially able to finance for quantities greater than a few months' supplies, Hoover said.

Good results already have resulted from the rubber investigation now being carried on by the House, in that the price of raw rubber has dropped from \$1.10, when the hearings started, to 85 cents today, Hoover said. Private capitalists have taken steps to start production of rubber in competition with the British monopoly, he added.

Congress should authorize the Federal Trade Commission and other government agencies to investigate prices charged by foreign monopolies with a view to setting up measures of resistance, such as expropriation of unfair foreign practices and conservation of supplies, Hoover recommended.

### BILL IN MASS. CALLS FOR INSURANCE LAW REPEAL

Boston, Mass., Jan. 19 (U. T. P. S.).—A bill calling for the repeal of the compulsory insurance law on motor vehicles was filed in the House here yesterday by Representative Sawyer of Ware. If it is passed the bill made a law by last year's Legislature, which requires motorists to produce insurance policies covering liability up to \$5,000 and which is to become effective January 1, 1927, will automatically pass out of existence.

### Uphold Legality of Oregon's Gas Tax

Portland, Ore., Jan. 19.—Oregon's gasoline tax is not unconstitutional. Federal Judge Charles E. Wolverton handed down this decision yesterday when he granted a motion made by attorneys for Secretary of State Sam Koser throwing out of court the suit brought by a long list of motor truck operators who sought to establish that the tax was in fact a toll charge against autoists using rural post roads, and that consequently it was in violation of the Federal post roads act.

## White Motor's Net In 1925 Runs Well Above \$5,000,000

NEW YORK, Jan. 19.—The White Motor Company's earnings in 1925 exceeded \$5,000,000, or the equivalent of better than \$20 a share for 500,000 shares of \$50 par stock. This compares with \$8.20 a share in 1924 and \$13.93 in 1923.

The company closed on December 31, last, the second best year in its history, with an output of not far from 12,000 units, compared with about 12,250 in 1923. As compared with 1924, there was an increase of more than 26 per cent. in deliveries of trucks and buses and an increase of 29 per cent. in orders.

The six months to December 31 represented the biggest second half-year the company has ever had. There was an increase in orders of 35 per cent. and in deliveries of 45 per cent. over the same period of 1924.

The factory is running full, with a schedule of around 1,250 units a month. This is the time of year when production is built up for spring demand, so that activity should be well sustained.

The balance sheet will reveal a healthy financial condition. It will be recalled that in November White formed the White Motor Realty Company, which acquired the branches and service stations in New York, Boston, Philadelphia, Kansas City, Atlanta, Denver and San Francisco. The parent company now leases them from the realty company, which sold \$3,000,000 notes. A great deal will depend on whether the statements of both companies are merged or the realty company stock treated as an investment.

### THIS AUTO GLASS CAN BE USED AS A TOY

London, Jan. 19.—Glass, which it is said can be bent or broken without splintering and which will bounce if thrown on the floor, has been invented by an Austrian chemist and will be manufactured in England for the use of automobiles.

It is transparent as ordinary window glass, is the claim made for it, non-inflammable and remains clear under all atmospheric conditions. It is hard enough to be safe from accidental scratching, but it can be broken by the bare hand without risk of cuts, as the glass breaks without jagged edges. It is only half the weight of ordinary glass, it is said.

## N. A. C. C. OPENS FIGHT AGAINST TAX ON TRUCKS

### Calls Meeting of Pro- test; Will Carry Battle to Floor

NEW YORK, Jan. 19.—Aroused by the action of the Senate Finance Committee at Washington in fastening an excise tax on the motor truck, whereas the House bill had removed this levy, shippers, users, truck makers and dealers are prepared to exert every energy in fighting this measure which they regard as a penalty on one branch of transportation.

Members of the National Automobile Chamber of Commerce are calling a special meeting to formulate a program.

In this battle they have assurance that the issue will be carried to the floor of the House and Senate. Many representatives and senators are on record as favoring the complete removal of excise taxes on motor cars as well as on motor trucks; and it is possible that much further reductions will be granted on the cars as well as on the trucks now that the Senate Finance Committee has precipitated the issue.

Motor trucks pay much higher taxes than motor cars in the various states. State authorities hold that if commercial vehicles should pay still more for highway use that is a revenue which the state should secure, and this source of taxation should not be seized for the purposes of the general Federal treasury.

This tax will fall on the truck-operating farmer, and as this class of citizen lives most remotely from the railroads, it is particularly hurt.

Among the groups on record against the Federal motor vehicle war excise taxes are: National Grange, American Farm Bureau Federation, American Automobile Association, National Automobile Chamber of Commerce, National Automobile Dealers' Association, Motor Truck Association of America, Rubber Association of America, Motor and Accessory Manufacturers' Association.

## Helps Buyers To Save Tires

New York, Jan. 19.—As an aid in breaking the foreign rubber monopoly, which it is estimated, threatens to cost motorists in this country \$660,000,000 this year, Olds Motor Works is furnishing all purchasers of Oldsmobiles with instructions in prolonging the life of their tires, it was announced today. Engineers declare proper care of tires will result in a 25 per cent. increase in mileage.

### MACK MOTOR OFFICIAL WEDS GRAND OPERA SINGER

Macon, Ga., Jan. 19.—Miss Fredonia Fraser, principal with the San Carlos opera company, and Robert Flager Black, vice-president of the Mack International Motor Truck Corporation of Chicago, were married in Christ Episcopal Church here last week.

### Firestone, Jr., on Way To Rubber Fields

Seattle, Wash., Jan. 19.—Harvey S. Firestone, Jr., is expected here tomorrow, on his way to assume charge of the Firestone rubber plantations in Liberia. He will sail Friday on the President McKinley, and will visit Oriental rubber plantations en route.

## Foreign Dealers Guests of N. A. C. C.

Special from A. D. N. Detroit Bureau  
Detroit, Jan. 19.—As guests of the N. A. C. C., fifteen foreign distributors of automobiles visited Detroit Sunday and inspected some of the city's automobile factories. Luncheon was served to the visitors at the Dodge plant and they were given dinner at the D. A. C. in the evening.

Roy D. Chapin, Hudson Motor Car Company, was the chairman of the reception committee, and associated with him were C. P. Hastings, Hupp Motor Car Corporation; M. L. Pulcher, and W. E. Metzger, Federal Motor Truck; A. T. Waterfall, Dodge Bros., Inc., and K. A. Moore, N. A. C. C.

Among the visitors was Paul Chappel, Germany; H. B. Burford, United Kingdom; Henri Jenny, Switzerland; W. R. Shephard, United Kingdom; C. E. Wells, England; Walter Zipper, Austria, and Prof. O. C. Wazirzinek, Germany.

### DAUGHTER OF CHEVROLET SALES MANAGER WED HERE

New York, Jan. 19.—Miss Thirza E. Grant, 17, daughter of Richard H. Grant, general sales manager of the Chevrolet Automobile Company, Detroit, and Edwin S. Reynolds, 20, manufacturer, will be married today at the Ritz-Carlton. Mr. Reynolds was born in Dayton, the son of Edwin and Florence Stoddard Reynolds.

### FORD BOAT CARRIES PARTS

Portland, Ore., Jan. 19 (U. T. P. S.).—The steamer Onondaga, the second of Henry Ford's fleet, arrived here on January 13, with a cargo of 400 tons of motors and car parts. The Bloedel-Donovan Lumber Company has chartered the steamer to take lumber from Puget Sound.



## MOTOR SHOW ON IN PHILADELPHIA

Nearly 50 Different  
Cars Are Being Dis-  
played This Week

Philadelphia, Jan. 19.—It is a far cry from Philadelphia's first automobile show in 1902 to the present Silver Jubilee Show, which opened Saturday night in the Commercial Museum under the direction of the show committee of the Philadelphia Automobile Trade Association. The show will continue throughout the week.

An example of the wonderful growth of the automobile industry during the past two decades was indelibly stamped on the minds of the visitors. In the spacious exhibition halls throngs of visitors were thrilled with the dazzling spectacle of myriads of electric lights scattered through draperies and festoons of rich colors and shedding their soft rays over some 300 motor cars, the latest triumph of forty-eight of the country's leading automobile manufacturers.

The number of makes of cars shown is within two of the number displayed last week at the New York National Manufacturers' Show, thus ranking the local distributor's show here as equally important and interesting to the yearly automotive premiere event in the country's metropolis.

Several new names appear among the cars exhibited, including the Pontiac, a General Motors product, a six-cylinder car, and the Ajax, a Nash product, also a six, made in two standard body types, a touring and a sedan, and the Diana, a light straight eight, produced by the Moon Company.

Among the new adherents of the eight-cylinder car appears the Stutz, with an eight-in-a-row motor. Chrysler shows a new Imper model with a high-powered motor and new body types.

The eight-cylinder field includes such cars as Packard, Jordan, Hupmobile, Cadillac, Auburn, Diana, Gardner, Junior "8," Locomobile, Kissel, Lincoln, Peerless, Rickenbacker, Wills-Ste. Claire, Duesenberg, Elcar, Case and Stutz.

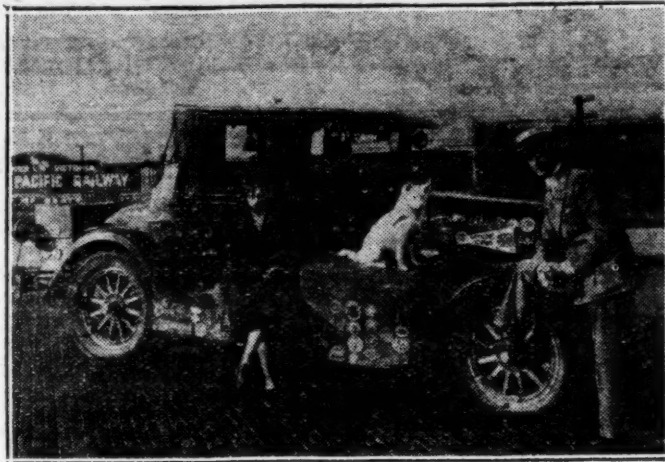
It is interesting to note that in the show there are the following classifications of cars by manufacturers as to motive power:

Exclusively 4-cylinder type.....	4
Exclusively 6-cylinder type.....	19
Exclusively 8-cylinder type.....	6
Two models 4 and 6 cyl. type.....	5
Two models 6 and 8 cyl. type.....	11
Three models 4, 6 and 8 cyl. type.....	2
Steam type.....	1

Total makes.....48  
Neither have the accessory manufacturers lagged behind, for they are represented by 44 exhibits shown by the accessory distributors, with many articles of equipment to meet the desires of car owners.

The accessory exhibits are arranged in booths in the rear end of the main show room and large crowds surrounded them last night

**WINDING UP A 4,000-MILE TRANSCONTINENTAL JOURNEY**  
with a visit to the New York Automobile Show, Mr. and Mrs. F. Morrison Boyd were off again yesterday on their 1926 trip. Mr. Boyd is official road scout for the A. A. A. and sales manager of the G. H. Tension Ring Company.



who showed great interest in the variegated display.

The show committee is composed of J. G. Roberts, chairman; J. E. Gomery, treasurer; Ralph W. Cook, Harry B. Harper, Harry J. De Bear, Robert B. Parker, John H. Fassitt and Guy A. Willey.

The following car exhibitors are represented at the show:

Ajax—Roberts Nash Motor Company.  
Auburn—Teefy-Seltz Motor Company.  
Buick—Cadillac Motor Car Company.  
Case—George W. Reinhold Company.  
Chandler—Herbert Brothers.  
Chevrolet—Chevrolet Motor Company.  
Chrysler—De Bear Motor Company.  
Cleveland—Herbert Brothers.  
Deuling—Deuling-Dobbins Company.  
Diana—Moon Motor Company of Phila.  
Dodge Brothers—Thornton-Fuller Automobile Company.  
Duesenberg—Penna. Duesenberg Company.  
DuPont—J. Jay Vandergrift, Inc.  
Elcar—20th Century Sales Company, Inc.  
Essex—Gomery-Schwartz Motor Car Company.  
Flint—Penn-Flint Company.  
Ford—Ford Motor Company.  
Franklin—Harris, Leroy & Clark, Inc.  
Gardner—Washburn Motor Company.  
Hudson—Gomery-Schwartz Motor Car Company.  
Hupmobile—Harper & Harper.  
Jewett—Guy A. Willey Motor Company.  
Kissel—LaRoche Brothers, Inc.  
Lincoln—Ford Motor Company.  
Locomobile—Locomobile Company of Pennsylvania, Inc.  
M-Ford—D. W. Durkin.  
Marmon—Marmon-Philadelphia Company.  
Moon—Moon Motor Car Company of Philadelphia.  
Nash—Roberts Nash Motor Company.  
Oakland—Oakland Motor Car Company.  
Oldsmobile—Larson-Oldsmobile Company.  
Overland—Willys-Overland, Inc.  
Packard—Packard, Inc.  
Paige—Guy A. Willey Motor Company.  
Peerless—Peerless Motor Company.  
Pierce-Arrow—Foss-Hughes Company.  
Pontiac—Oakland Motor Car Company.  
Reo—Hurley Motor Company.  
Rickenbacker—Rickenbacker-Philadelphia.  
Rolls-Royce—Pennsylvania Motors, Inc.  
Star—Durant Motor Company of New Jersey.  
Stearns-Knight—LaRoche Brothers, Inc.  
Studebaker—Studebaker Sales Company of Philadelphia.  
Stutz—S. R. Blockson Motor Company.  
Wills-Ste. Claire—Wills-Ste. Claire Company of Philadelphia.  
Willys-Knight—Willys-Overland, Inc.

### DOWNIE ADVERTISING MANAGER FOR VELIE CO.

Moline, Ill., Jan. 16.—W. G. Downie, formerly of the Critchfield Advertising Agency, has been appointed advertising manager of the Velie Motor Car Company, succeeding A. M. Taylor.

## AUTO RENTERS ASK PROTECTION

Would Have Provi-  
sions of Theft Act  
Extended

Special from A. D. N. Washington Bureau  
Washington, Jan. 19.—Though the national automobile theft act prohibits transportation in interstate commerce of stolen automobiles, it has been found that the law does not prohibit transportation of cars which have been loaned or rented in good faith and later stolen by the person to whom they were loaned or rented.

In order to remedy this situation, representatives of the American Drivervelf Association and the Hertz Drivervelf System of Chicago, the Saunders System of Kansas City, Mo.; the American Automobile Association, and the National Automobile Dealers' Association appeared before the sub-committee of the House Judiciary Committee to urge an amendment to the present law.

Under the proposed amendment, not only would persons who steal automobiles outright be subjected to Federal prosecution, but also those who commit larceny after trust and those who embezzle automobiles could be prosecuted.

H. C. Grossman, attorney for the American Drivervelf associations, presented a brief, outlining the legal necessity for the proposed change and pointed out that the present law only applies to cars which are stolen according to the common law defining stealing.

Warwick Saunders of Kansas City, Mo., pointed out that not only the companies which rent cars were interested in the proposed amendment but that every owner of a private car was interested because of the possibility of his loaning his car to some one and later having him steal it.

The proposed change is sponsored by H. C. Bradfield of Chicago who started the original agitation for the enactment of this act, better known as the Dyer bill.

### NOT JITNEY BUSES

Olympia, Wash., Jan. 19.—Holding that legal status of concerns which rent automobiles without drivers is identical with that of the old time livery stable proprietor and that they do not come under the provisions of the "jitney bus" law the state Supreme Court has affirmed the County Court in dismissing an action brought by the state against the Beehive Auto Service Company of Seattle.

The court ruled that such concerns were not carriers and that they need not obtain a permit from the secretary of state and post a bond to operate legally in cities of the first class.

## Solution of Rubber for U. S. in Philippines

WASHINGTON, Jan. 19.—American grown and American manufactured rubber is the solution of the nation's rubber problem, according to Judge John W. Haussermann, vice-president of the American Chamber of Commerce of the Philippine Islands, who is in Washington on a visit.

Haussermann said today:—

"No relief worth mentioning will be afforded the American people by growing rubber under foreign flags, irrespective of whether or not the capital invested is American.

"So long as the American public, the ultimate consumers, have no direct voice in the regulation of the country's rubber supply," foreign governments will always be able to put into effect restrictive measures that will bring about a situation such as we face today.

"If our rubber were grown in the Philippines, under our own flag, however, such measures as the Stevenson act could not be employed to force American tire users into paying millions of dollars tribute to foreign producers and speculators.

"We have the climate, the land and the labor in the Philippines. Our only drawback to investment in rubber plantations on a large scale is the restriction to 2,500 acres. Congress has the power to change this limit. Once this restriction is removed, rubber will surely be grown in the Philippines, backed either by American or foreign capital."

## Cadillac Co. Has Custom Body Show

New York, Jan. 19.—During the present week the Cadillac Motor Car Company of New York is holding a salon of custom built bodies by the foremost builders in this country in the Rose Room of the Plaza Hotel.

Fisher is represented by a custom sedan in dawn mist gray Duco paint, with apple green stripes. Brunn has a sport roadster in cobalt blue, with wire wheels, in American vermilion and upholstery in black leather.

Brewster has a Berline Imperial in Cadillac dark gray, with wheels in Cadillac light gray and silver stripes. Holbrook has a limousine brougham in Ditzler's copra drab, with stripes of Ditzler's fawn gray. Wood is showing a formal brougham in jet black paint with ivory cream stripes. Locke has a solid cabriolet in Willey's purple lake light, including the wheels. Striping is in Grosbeak vermilion AA. Le Baron has a convertible coupe in Ditzler's pigskin brown light and beaver brown, striped with Ditzler's motor car red light and beaver brown. Fleetwood is showing a Berline Imperial in Ditzler's Maxine blue, with a gold stripe. All these various bodies are mounted on Cadillac chassis. C. R. Teaboldt of the local custom body department is handling the salon.

## OIL MEN MEET IN LOS ANGELES

Standardization of Ma-  
terial Stressed  
At Session

Los Angeles, Cal., Jan. 19.—Already the Hotel Biltmore is crowded with oil leaders from all over the country, gathered here to attend the sixth annual convention of the American Petroleum Institute. Between 2,500 and 3,000 are here to attend the first general business session today.

Yesterday was given over to committee meetings for the discussion of subjects vital to the industry. The following committees met:—

On standardization of pig irons, on wire rope and manila cordage, on standardization of standard rigs and derricks, on standardization of pumping equipment, on standardization of rotary drilling equipment on oil field boilers, on standardization of steel storage, on testing methods and specifications, on testing vapor pressure, on railroad transportation and on fire prevention in oil fields.

Leaders in the industry pointed out that millions of dollars annually can be saved the industry by producing uniform material.

General business sessions begin at 2:30 p. m. today. Thomas A. O'Donnell of the California Petroleum Corporation, delivered the welcome-to-California address.

The rest of today's session was given over to the president, J. Edgar Pew's speech and a talk by Paul Shoup, president of the Southern Pacific Railroad.

## SERVICE MANAGER ASSN. OF DETROIT A. D. A. MEETS

Detroit, Jan. 19.—The Service Manager Association of the Detroit Automobile Dealers Association held its regular monthly meeting in the private dining room of General Motors Building last Wednesday evening.

There were more members present than at any previous meeting of the association. A round table discussion followed the talk by M. J. McDonald, general manager of service for the Ohio-Buick Company, Cleveland, Ohio, on "Flat Rate to Mechanics and to Customers."

**MAKES A MILLION!** In the photograph below is Joseph S. Donovan making good his vow to retire after making \$1,000,000. He made his fortune as head of the Donovan Motor Car Company of Boston, and is shown saying good-by to his employees.



## Yes, GOLF and ALL Other Sports, Every Day in Charming BERMUDA



You don't have to give up your favorite sport because Winter's grim shadow threatens. Just slip away for a few weeks, or, if pressed for time, a 9-day trip will give you five wonderful days in Bermuda, where Golf, Tennis, Sailing, Bathing, Riding, Driving, or just lazily loafing in the rejuvenating sunshine of this Gem of all Winter Playgrounds will put a new vigor in your step and pep in all your business plans. Sailings twice weekly from New York, every Wednesday and Saturday, via Palatial Twin Screw, Oil-Burning, Transatlantic Liners. Tickets Interchangeable.

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FURNESS BERMUDA LINE, 34 Whitehall St., New York

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## In New and Used Car Marts

### REPORTS ON NEW CAR BUSINESS

Milwaukee, Wis., Jan. 19.—Milwaukee's new car market experienced a quiet period during the week ended January 16. This was particularly true in the case of higher-priced cars. Buyers held off, on the eve of the opening of the show, but dealers predicted an immediate increase in business during and following show week.

Ford dealers reported that the approaching show made little difference in the demand for their cars. Business was reported by them to be about normal, and the volume somewhat better than during the corresponding period of 1924. The demand for closed cars, they said, was pronounced, there being but comparatively little demand for the open models.

Other dealers, particularly those who will display new models in the show, reported light trading in most cases, but all looked forward to a heavy demand for spring models after the show. The spring buying, they predicted, will begin earlier this year than last year.

#### BUFFALO, N. Y.

Buffalo, N. Y., Jan. 19.—With sales in new cars holding up as well as they have for the past week, and the show opening on Saturday, dealers and distributors here expect to see sales mount to new heights immediately following the show. The best year the automobile dealer in Buffalo has ever seen is anticipated by leading distributors here.

"The Nash-Buffalo Corporation is doing a good volume of business also. We are not pushing sales just now," said G. H. Schubert, manager, "but we have had a fairly good trade come in this week. Two hundred or more is our motto for the show, and from present indications, we are going away over our quota for our show sales. Last year we sold 148 cars at the show, and with present enthusiasm over new cars and increased popularity for the Nash, I will not be surprised to see that number doubled at the 1926 show."

Mr. Schubert said he expects to do a good volume of business in the Ajax this spring and summer. An advertising tieup with the Ajax factory is planned, and this, linked with the Ajax display at the show, is expected to create a good volume of business this season.

The Overland-Knight Company has closed an excellent week, according to J. N. Amison. The volume of sales has been equally distributed between Overland sixes and Willies-Knight sixes. Mr. Amison said the company is very optimistic as to business during and after the show, and expects 1926 to be the biggest year any dealer in Buffalo has ever known.

#### NEW HAVEN, CONN.

New Haven, Jan. 19.—Showing of new models in the showrooms of local dealers, together with new price cuts announced by some of the manufacturers, was the means of stimulating sales in new cars, a survey of the dealers in this territory shows.

Ford, Chevrolet and Nash report exceptional sales for this time of the year, and prospects for spring business they say is very good.

#### LOS ANGELES, CAL.

Los Angeles, Cal., Jan. 19.—Dealers and distributors of automobiles here look back upon 1925 as one of their best years and consider that 1926 will exceed the past year.

The Don Lee organization, distributor of Cadillac cars on the Coast, reports that the closing four months of 1925 broke all previous sales records in the history of the organization, and that the new year is starting with the same high level in sales being maintained.

### FOUR NEW DURANT FIELD REPRESENTATIVES

Portland, Ore., Jan. 19 (U. T. P. S.).—Appointment of four additional field representatives in the Pacific northwest territory for the Durant Motor Company of California has been announced by Col. R. J. Faneuf, northwest factory representative.

The new men and the territories they will serve are H. A. Lewis, to the Spokane territory; C. M. DuBois, to Tacoma territory; Ed Helm, to the Dallas territory; and Douglas Burrows, to Seattle territory. Bruce Pollica, formerly in charge of the Boise territory, has been transferred to Florida, and C. A. Huntoon, of Seattle, to the southern California district. Field headquarters are also maintained at Pendleton.

### USED CARS HIT BY LOW PRICES

Baltimore, Md., Jan. 19 (U. T. P. S.).—The low priced new car this winter has caused the worst over-stocking of the used car market that Baltimore has ever experienced, according to several used car dealers discussing the situation here today.

"The extremely low prices of new cars this year and the long terms, fifteen to eighteen months in which to pay for them, have caught all those buyers who would ordinarily buy used cars," said a representative of the Beam Motor Car Company, "thereby eliminating the greatest buyer of used cars as well as throwing an unusual number of old cars on the market."

The small closed car is the greatest seller on the market the year around, all dealers agreed, with the exception of Backus Motor Company, which feels that with the coming of spring and summer it will sell as many open cars as closed. This organization feels more optimistic about the used car situation also. It feels that second hand cars will begin to move more rapidly in the spring and that the market will return to normal.

Used car prices, it was generally agreed, are from five to twenty per cent. lower than at this time last year. The Reliable Motor Company, Mount and Mulberry Streets, claims a price of about \$25 per car less than last year at this time.

Dealers who make a specialty of used cars find they sell better than new ones, and vice versa, while some companies declare they find the sales of each "fair."

#### BOSTON, MASS.

Boston, Jan. 19 (U. T. P. S.).—The used car situation here is a bothersome one, and steadily growing worse. A great many dealers are carrying heavy stocks of cars turned in last fall, and in the early winter, and these stocks will be augmented by the buying spell of new cars expected, now that the New York show is over.

A heavy turn-in of used cars is expected between now and the close of the Boston automobile show, which will be March 13. Not before April is the buying season of second-hand open cars expected to set in.

The man and woman that can use the passenger type of vehicle for commercial purposes such as salesmen, canvassers, insurance agents and so on are the best prospects in the used car market here. The high schools and colleges here furnished a pretty good source of business in used cars up to the close of the football season. Since then that line of business is dead and not expected to revive before the opening of the baseball season. This latter class seemed to specialize on Fords and Chevrolets, regardless of age or appearance, price being the only selling point taken into consideration.

There is constant talk in the automobile district of a central clearing house for used machines. This is very much in the embryo yet. The keen competition among new cars of various makes especially in the six class seems to preclude any immediate get together on a used car exchange either state, city or New England.

#### ROCKFORD, ILL.

Rockford, Ill., Jan. 19.—Lower price levels announced in the light-car field and lower levels on the thermometer combined to keep prospects away from the used car salesrooms in northern Illinois during the past week.

This district has just experienced and dulled six-day used car period of any week within the past year, local automobile dealers declare.

## Hamlin Leads in Franklin Sales

Los Angeles, Jan. 19.—Ralph Hamlin, Franklin dealer in Los Angeles, captured first place in Franklin sales in 1925, according to an announcement made today by S. E. Ackerman, sales manager of the Franklin Automobile Company. This marks the second time that Mr. Hamlin has been accorded the honor of leading every other Franklin dealer in the country in the matter of sales over an entire year's period.

Mr. Hamlin enjoys a national prominence as a dealer in automobiles. During the twenty years that he has acted as the Franklin dealer in Los Angeles he has always been active in speed runs and has personally participated in a number of events that attracted countrywide notice. Mr. Hamlin first came prominently into public mention as a daredevil racing driver as early as 1905, when he established a new racing record from Los Angeles to San Francisco with a stripped Franklin. From that time until 1912 he took part in almost every race held in California, and in the latter year he climaxed his racing career by winning the famous Los Angeles-Phoenix road race.

Mr. Hamlin has acted as the Franklin dealer in Los Angeles since 1905, a record which is said by trade authorities to be unequaled in the industry.

#### TO HANDLE STUTZ 8

Los Angeles, Cal., Jan. 19.—Coincident with the announcement of the new Stutz vertical eight came the announcement of the appointment of Lynn C. Buxton of this city as southern California distributor of the new automobile.

## Distributor Doings

#### UNUSUAL OFFER

Burlington, Ia., Jan. 19.—The A. & E. Motor Company, capitalizing on the International Harvester offer to Iowa farmers, this week announced that it would receive, until January 31, corn at \$1 a bushel on payment on purchase of Chevrolet cars. The offer is limited, but the company stated that if the price goes above \$1 in the meantime, it will extend full value of the market quotation to the Chevrolet buyer.

#### NEW OAKLAND STATION

Chicago, Jan. 19.—Community Motors, Inc., Oakland distributor for this territory, has taken a forward step by the opening of another service station here. The new station is intended and designed for the easy access and convenience of Oakland owners on the north, northwest and west sections of Chicago, and will operate with the main service station at 514 East 34th Place, on the south side.

#### ATTENTION GETTER

Hartford, Conn., Jan. 19.—W. E. Cloudman, Jr., a salesman of the Motor Sales Company, Ford distributor, has a neatly printed card displayed in the rear side window of his sedan which asks, "Why Walk?" Under this is a large card that fills the window on which there is neatly printed a list of the used cars the company has for sale, giving the factory numbers, the type, the price and the time payments arranged monthly. The sign arrests attention and is said to have brought good results.

#### ON EASTERN TRIP

Salt Lake City, Utah, Jan. 19.—Melvin R. Ballard, vice-president and general manager of the Covey-Ballard Motor Company, Nash distributor, is on an Eastern trip, during which he will visit New York, Chicago, Philadelphia and elsewhere.

## Gold Button Plan Tried Successfully By Akron Concern

Akron, O., Jan. 19.—The Workman Motor Sales Company has worked out a plan to increase salesmen's interest and boost monthly sales of new cars, which it has found successful.

Mr. Brunner, general manager of the concern, offered the salesman having the largest monthly sales a small gold button suitably engraved and designating him as the most successful man of the organization. Besides this, a flat \$5 over and above his regular commission is paid this man on every car that he sells during the month that he wears the button.

If one man is a particularly keen salesman he may retain the button month after month providing that his sales continue to be the largest during each month and Mr. Brunner states that a surprising amount of enthusiasm and competition has been aroused in his men by this method.

## ATTRACTIVE MENU AT FLINT COMPANY BANQUET

Grand Rapids, Mich., Jan. 19.—At the recent banquet of the executive and sales departments of the Grand Rapids Flint Company Charles W. Kalder, branch manager, announced that the company had made a net profit during 1925 of \$51,000, and went into 1926 with but \$14,000 worth of used cars on hand.

An attractive menu was arranged for the banquet, each course being indicated in automotive terms as, for instance, brake fluid cocktail, Hyatt bearings, anti-freeze consommé, fried whole cylinder block, baked velour upholstery, escaloped gears in Alemite grease, differential housings, Duco dressing, order blank pie, etc.

for Economical Transportation



As smooth, as effortless at 50 as at 15—you don't expect it of a low cost car—but the improved Chevrolet does it.

And now new low prices make this finer Chevrolet the greatest motor car value in all motor car industry.

Touring - -	\$510	Sedan - - - -	\$735
Roadster - -	\$510	Landau - - - -	\$765
Coupe - - -	\$645	½ Ton Truck -	\$395
Coach - - -	\$645	(Chassis Only)	
		1 Ton Truck -	\$550
		(Chassis Only)	

ALL PRICES F. O. B. FLINT, MICHIGAN

CHEVROLET MOTOR COMPANY, DETROIT, MICH.

Division of General Motors Corporation

Q U A L I T Y A T L O W C O S T



## Most Auto Makers Equip New Cars With Balloons

Akron, Jan. 19.—Tire manufacturers here report that, with the beginning of the new year, practically all automobile makers fit their cars with balloon tires as original equipment.

Some manufacturers make balloon tires optional with the purchaser, but a great many do not even provide for the sale of cars equipped with high-pressure tires, it is claimed.

Comfort to the passengers, saving on the car and greater contact with the road, which means better traction, better braking facilities and greater safety, have popularized the balloon tire within less than three years, according to Miller tire men.

A large portion of tire manufacturers' business is given over to the

production of balloon tires, although there still is large sale of high pressure tires, particularly for replacement on cars that have been out of the factory for some time.

The bus and truck tire departments of the big rubber factories are growing steadily in response to the nationwide development of highway transportation in connection with both freight and passenger car business. A big increase in the number of buses and trucks in operation was seen in the past year, while a similar development is forecast in 1926.

The latest field of the balloon tire, after its popularity in the passenger car field was effected, was its use on buses and trucks. The light, high-speed vehicles of this nature have found balloon tires to have exceptional merit.

## RUBBER SAVING HINTS OFFERED

New York, Jan. 19.—In the interests of the national rubber conservation campaign the Rubber Association of America, Inc., offers the following suggestions to dealers for dissemination to their consumer trade. The association includes 75 per cent. of the producers in the industry.

### NO. 1. INFLATION

Learn the correct air pressure for your tires and check it—with a gauge—every few days. Remember that 4 lbs. loss of pressure in a balloon tire of a certain size, for which the correct pressure may be 30 lbs., is just as serious as the loss of two or three times that much in a high pressure tire of a corresponding size.

### NO. 2. OVERLOADING

Avoid overloading your tires—and when it is absolutely unavoidable help the tire to handle the extra load by putting in more air. If the overloading is likely to be continuous change your tires for larger ones.

### NO. 3. RAPID TREAD WEAR

Anything which causes a tire to drag with more or less side motion, instead of

running true, will grind the rubber tread away faster than is normal. Check your car over today to see whether you are losing tire service because of any of the various forms of wheel irregularities. These include misalignment, improper camber, wobblers, etc., and may result from a bent axle, a bent steering knuckle, a loose wheel bearing, a broken spring, a bent spindle or a rim unevenly placed on a wheel. A brake which drags will cause rapid tread wear also.

### NO. 4. CHAIN ABRASIONS

See that your skid-chains are not so tight that they gouge into the tread and fabric carcass of your tire.

### NO. 5. TREAD CUTS

Sharp stones and pieces of glass, tin or the sharp edges of a switch point will cut into the toughest kind of a tire tread. The flexing action of the tire enlarges such cuts. Road dirt and moisture enter and eventually cause separation of the rubber tread from the fabric carcass of the tire.

Look your tires over at least every week. Clean such cuts and fill them with plastic patching rubber, which you may get from any tire dealer.

### NO. 6. SIDE WALL WEAR

Scraping a tire against curbs when turning a corner or when parking, or careless driving over frozen, rutty roads sometimes will wear the rubber off the sidewall and expose the fabric carcass. Water and dirt then enter and rapid destruction of the tire results. Such sidewall injuries on your tires ought to be repaired promptly by an experienced vulcanizer.

**DEALERS WHO ATTENDED THE CONVENTION** of the Dayton Rubber Manufacturing Company at Dayton, O., on January 4, 5 and 6, are shown in the group below. Sales quotas for 1926 were given by G. W. Spahr, general sales manager; announcement of the new stabilized balloon was made by A. L. Freedlander, factory manager, and the 1926 advertising campaign was outlined by E. B. Self, advertising manager.



## NEW POLICY FOR GARAGE OWNERS

### Insurance Will Protect Against Loss to Cars

Chicago, Jan. 19.—A new policy form, prepared and adopted by the National Automobile Underwriters Conference, protects a garage owner against loss occasioned by his legal liability to the car owner for loss or damage to his car while in the custody of the garage man.

According to the National Automobile Chamber of Commerce, there are approximately 58,000 public garages in the United States. About one in twenty-one garages burns, but as almost everybody carries his own fire insurance, it is not by fires that most claims arise against the garage owner. An insurance company that paid a fire claim might have a subrogation case against the garage owner, in which event the garage owner would be very happy to have a legal liability policy, so that he could turn over his case to an insurance company for defense. Thus, one insurance company insures against action that may be brought by another.

The courts have held as a general proposition that where an automobile or the property of others is stolen from a public garage in which it is stored for pay, the burden is on the garage owner to show that he was free from negligence. They have further decreed that a garage owner storing a car for another for compensation is classed as a bailee for hire, and, as such, is bound to furnish reasonably safe accommodations and to exercise reasonable care and prudence to keep the machine in a safe manner; that, if guilty of negligence which results in injury to the machine, he may be charged with the damage; that the liability of the garage owner for hire is not affected by reason of the knowledge by the owner as to the place where the property is kept.

It is also held by the courts that the acceptance of property by the garage owner imposes on him the duty of exercising due care for its safety and protection; that the garage man is not an insurer of the automobiles left in his charge

## Dunlop Co. Plans 1926 Sales Program

Buffalo, N. Y., Jan. 19.—General Sales Manager E. H. Kidder and his assistant, J. C. Given, of the Dunlop Tire and Rubber Corporation, have returned to Buffalo following conferences with their sales forces in New York and Chicago, where they outlined for their division managers Dunlop's sales program for 1926.

Kidder told the division managers that Dunlop would double its advertising appropriation this year and contemplated doing a large amount of local advertising in co-operation with Dunlop distributors throughout the United States. Plans for an intensive sales campaign, which has already started, were laid out, and he also described the progress made in productive methods at the Buffalo plant.

to be cared for, but he is bound to use reasonable or ordinary diligence in their care and keeping, to the end that they be not damaged, destroyed or lost by reason of theft or otherwise; that proof that a car when delivered to a garage keeper was in good order, but when called for a few days later was damaged (the water jacket having frozen and burst, for instance) makes out a prima facie case by showing that he used due care as bailee; that a custom of garage keepers, contrary to the implied obligation of reasonable care for safekeeping, arising in favor of an automobile owner by the storing of his car at a public garage, cannot absolve the garage keeper from observance of such care; that a bailee for hire cannot by contract so limit his responsibility to the bailor as not to be liable for his own negligence or the negligence of his agents and servants.

It is well settled in law that there must be intent to steal to make an insurance company liable under a policy insuring against theft, robbery and pilferage. A person cannot be convicted of either theft, robbery or pilferage unless he had the intent to steal, and there is no authority for giving any different meaning to these words in a contract of insurance in which it is stipulated that the insurance company will be liable for loss or damage to an automobile resulting from theft, robbery or pilferage. If the person taking the automobile had the intention to return it, he is not guilty of theft or robbery or pilferage, even though he took the machine without the owner's consent.

### SECOND STORE OPENED

Harrisburg, Pa., Jan. 19 (U. T. P. T.)—The economy Tire Company, which has been carrying on its business for the past six years at 1324 North 3d St., has opened another store at 1028 Market St. The two stores will handle the same line of tires, Kelly Springfield solids and pneumatics and Michelin pneumatics.

## YEAR STARTS WELL FOR TIRE DEALERS

### Balloons Preferred in Several Districts; Used Tires Sell

INDIANAPOLIS, Ind., Jan. 19.—

Although the mid-winter period normally is the duller of the year in sales of tires, dealers report a considerably better demand than a year ago. Movement of used tires is active, and practically all dealers report that they are able to dispose of all they can obtain.

Popularity of tire sales on a payment basis has increased considerably here in the last few weeks, and several dealers are featuring this class of trade in both advertising and display matter.

### DIRECT SALES DEPLORED

Salt Lake City, Utah, Jan. 19.—Reports on the condition of the tire business here differ, but taking the city as a whole it is normal for the season. On the whole, the feeling here is that full balloons have come to stay and that in time they will take the place of high pressure tires for passenger car purposes.

### EVANSVILLE TRADE SLACK

Evansville, Ind., Jan. 19.—The new year has made a fair start in tire sales, though it is not so good as at this period of 1925, a condition that is largely attributed by local distributors to the elimination of spring dating.

Bad weather also was a factor in keeping down sales volume for the week ended January 9, Mohawk, Goodyear, General Cord, Kelly-Springfield, United States, Firestone, Lee, Ajax and Armadillo distributors reported a total of \$20,650 in sales. Goodrich reported a fair week, which was less than this time last year owing to the spring dating removal. Fisk reported a slow period, though conditions are at the same level as in 1925.

### LONG BEACH SALES GOOD

Long Beach, Cal., Jan. 19.—Dealers here report tire sales as improving and about 10 per cent. better than the same period a year ago. The month of December is reported as about 12 per cent. better than the last month in 1924. The year 1925, according to most dealers, was more satisfactory both from the standpoint of sales and of net profits.

Spring stocks are now being received by several dealers.

Richard Bixby of Bixby & Adams, Goodrich distributors, states that his firm has enjoyed an increase of 30 per cent. over last week and about 50 per cent. over the same period a year ago. This firm does a truck tire business, chiefly.

M. A. Mac Laine, manager of the Para Bell Tire Company, also sees prospects of a good year in 1926 following a heavy volume of business during the closing months of the past year.

Ray Walker, manager of the Arwaden Tire Corporation, distributors of C. T. C. tires, is optimistic and reports an increased volume of sales in 1925 over 1924. According to Paul Whitney Company, 1925 was the best year they have had since 1920.

## EX-HEAD OF TRUCK CO. DIES AT SPRINGFIELD, O.

Springfield, O., Jan. 19 (U. T. P. S.)—James L. Geddes, former president of the Kelly-Springfield Motor Truck Company, which was purchased recently by the American Bus and Truck Company at receiver's sale, died at his home in Springfield, January 5, at the age of 69 years.

He was prominent in manufacturing circles, having come to Springfield from Detroit fifteen years ago to head the Kelly-Springfield Company. Illness of only a few days caused his death. Mr. Geddes was born in Aberdeen, Scotland, and came to America while still a boy.



**CHARLES SCHUTTE BODY CO.**  
MOTOR COACH WORK

DESIGNERS AND BUILDERS  
OF HIGHEST GRADE  
OPEN AND ENCLOSED BODIES

OFFICES AND FACTORY  
SOUTH WEST END AVENUE  
LANCASTER  
PENNSYLVANIA

## AUTOMOBILE TRUNKS

Distributors and Dealers write us relative to our complete line.

Danville Trunk Corporation  
Danville, N. Y.



## BRISK BUSINESS REPORTED IN ALL ACCESSORY LINES

**PHILADELPHIA, Pa., Jan. 19 (U. T. P. S.).**—Cold and snow have caused the sale of winter accessories to speed up here generally, within the past few days.

Radiator covers lined with heavy kersey and covers for protecting both hood and radiator are, in good demand, as are all-wool robes, especially in plaid designs; Ford heaters at reduced prices; automatic windshield cleaners; leather fleecy-lined driving gloves for both men and women; several brands of tire chains and aluminum step plates having scraper attachment.

Bumpers, especially of light-weight, double-bar types; Ford water pumps; pistol-grip spotlights; unbreakable lens type spotlights, and Ford bands sets are moving briskly.

In the line of garage and shop equipment, large heaters, portable tool benches on casters and stationary small bench devices are in good request. Battery racks, motor stands, tire changing equipment and rubber hose, including swing-arm for car washing stands, are having fair sales. Accessory stores handling radio report a satisfactory movement of complete sets, although radio accessories are sluggish.

### Chains and Batteries In Week's Leaders

**Milwaukee, Wis., Jan. 19.**—Chains, batteries and anti-freeze solutions found the most ready market in Milwaukee in the accessory field during the week ended January 15, while the sale of decorative accessories and those not essential for winter driving is comparatively light, a survey of automotive accessory sales just completed here shows. The lull in business, dealers say, is traceable to two causes—the cold weather and the approaching show dates. Heavy accessory buying will not start, they say, until spring buying of automobiles begins.

Milwaukee department stores, it is said, are doing the bulk of the accessory business at the present time. Consistent advertising of their auto supply line in the daily papers is responsible for this.

M. J. Skubel, manager of the Broadway Tire and Supply Company, stated that his firm is enjoying a good winter business at the present time, but predicted a general pick-up in the demand for this class of merchandise within the next month. The week of January 3 witnessed a spurt in his business, he said, but the following week, with colder weather, brought a slump.

Herbert A. Runke, vice-president and treasurer of the Federal Tire and Supply Company, was also of the opinion that the accessory business would show a noticeable increase in the very near future.

## WITH THE TRADE

### E. B. OBER ELECTED

**St. Paul, Minn., Jan. 19.**—E. B. Ober, president of the Minnesota Mining and Manufacturing Company, is new head of the Motor Power Equipment Company, succeeding C. W. Gordon. The Motor Power Equipment Company manufactures and jobs various automotive supplies, particularly those accompanying Fords. Other officers elected include A. W. Logan, first vice-president; Paul N. Myers, second vice-president, and H. G. Barnes, secretary-treasurer.

### TO MAKE BATTERIES

**Spokane, Wash., Jan. 19 (U. T. P. S.).**—Announcement has been made of the establishment of a battery manufacturing department by George H. Koester and Son, operating a battery station and auto accessory salesroom here.

### TO ATTEND CONFERENCE

**Kansas City, Jan. 19.**—R. C. Allan, manager here of the factory branch of the Stromberg Motor Devices Company, will attend the annual sales conference of the Severin Tire and Supply Company, Oklahoma City, Okla., on January 27, 28 and 29. The Severin company is the Oklahoma distributor for the Stromberg line.

### ERECTING NEW PLANT

**Los Angeles, Cal., Jan. 19.**—The Advance Auto Body Works is soon

## To Manage Gilmer Jobber Sales Div.

**Philadelphia, Jan. 19.**—The L. H. Gilmer Company of Philadelphia announces the appointment of

Charles H. Bauer as manager of its automotive jobber sales division, succeeding W. H. Smith, who has resigned.

For the past three years, Mr. Bauer has been advertising manager for the Berg Industrial Alcohol Company and head of the sales organization of the Mifflin Chemical Corporation, both of Philadelphia.

Prior to his connection with these two companies he was for five years secretary and treasurer of the Penn Rivet Corporation of Philadelphia, manufacturer of automatic machinery and rivets for the automotive industry.

He has had many years of merchandising experience.

to erect a two-story structural steel and reinforced concrete loft and factory building at Mission Road and Macy Street. The building will be erected at a cost of \$125,000.



Charles H. Bauer

## LEADERS IN OIL INDUSTRY TO MEET FEDERAL BOARD

**Washington, Jan. 19.**—Representatives of the oil industries will appear before the Federal Oil Conservation Board on February 10-11 to express their views relative to national petroleum conditions.

Among those who will appear before the board are John D. Rockefeller, Jr.; Walter C. Teagle, president of the Standard Oil Company of New Jersey; K. I. Kingsbury, president of the Standard Oil Company of California; Amos L. Beaty, president of the Texas company; W. N. Davis, president of the Midcontinent Oil and Gas Association; George S. Davison, president of the Gulf Refining Company; C. F. Kettering, president of the General Motors Research Corporation; Thomas A. O'Donnell of the Associated Oil Company, and J. Edgar Pew, president of the American Petroleum Institute.

## MICHIGAN SUPPLANTS CALIFORNIA IN EXPORTS

**Washington, Jan. 19.**—Due to its large volume of automobiles and parts, Michigan forged ahead of California to occupy fifth place among the states of the country in the value of merchandise exported during the third quarter of 1925, it was revealed today by statistics of the Department of Commerce.

Shipments from Michigan to the

## Gain Ground in Australian Field

**Milwaukee, Wis., Jan. 19.**—The Australian business of two Milwaukee companies, the Harley Davidson Motorcycle Company and the Chain Belt Company, has shown a marked impetus during the past year, according to reports emanating from headquarters of both companies. Exploitation of the Australian field is contemplated by both concerns as a part of the 1926 program.

E. V. Gumpert of the Harley-Davidson company is leaving at once for a five-month trip to Australia to supervise business of this company in the Antipodes. His work there is expected to have a definite bearing on the business of the Milwaukee concern in 1926.

An announcement from headquarters of the Chain Belt Company, manufacturers of motor-driven equipment, including paving machinery, stated that Fred G. Sybert, export representative, is about to complete his work in New Zealand, and will be transferred at once to Australia.

markets of the world for the quarter totalled \$57,898,526, a marked increase of more than 58 per cent. over the figures for the corresponding period of 1924 when they were \$39,715,774.

# SIMPLEX PISTON RINGS

SIMPLEX PISTON RINGS will cure any case of piston slap, loss of compression or oil pumping regardless of the wear on cylinders or pistons without the necessity of regrinding, honing or new pistons.

The life of the SIMPLEX PISTON RING, due to its lubricating features, is at least four times that of any other ring now manufactured.

They are backed by the largest service organization of practical automobile men in the automotive field today:

Simplex rings only show this performance due to their unique construction which includes the SIMPLEX PISTON RING with certain definite specifications and constructions and the special Simplex expander which must be used in conjunction with the ring.

The SIMPLEX PISTON RING Company, a reputable manufacturer, amply financed, will vigorously prosecute any and all infringements upon their rights, this to include manufacturers, sellers and users.

## THE SIMPLEX PISTON RING COMPANY

1966 East 66th St.,  
CLEVELAND, OHIO



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YOU CAN GET  
Higher Horse Power  
Lower Fuel Consumption  
Easier Starting  
Greater Flexibility  
No Carbon—Monoxide  
30 Days Free Trial  
Desirable Territory Open  
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JUHASZ-CARBURETER-Corp.  
250 WEST 49TH ST., NEW YORK



# Automotive Daily News

"Of, By and For the Entire Automotive Industry"

Published Every Day Except Saturday and Sunday by  
AUTOMOTIVE DAILY NEWS PUBLISHING CORPORATION,  
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Treasurer; Alexander Johnston, Secretary.

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168 North Michigan Ave., Chicago, Ill. Metz B. Hayes, New England Manager, Little  
Building, Boston, Mass. Blanchard, Nichols & Coleman, American National Bank  
Building, San Francisco, Cal. Lincoln Building, Los Angeles, Cal.; 1037 Henry  
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## Britain Feels the Pinch

**B**ritish manufacturers are just as eager to have the price of rubber lowered as are Americans," said Sir William Letts the other day, "and British motor car manufacturers will be glad to co-operate in the campaign to bring about the reduction." This statement from the president of the Society of Motor Manufacturers and Traders of Great Britain is significant.

There is no question that the restriction act promulgated by the British government has gone further than was perhaps intended. British manufacturers are feeling the pinch as well as our own. Also, they are going to have just as much difficulty in remedying the situation. The restriction act did more than stop imports. It stopped planting of new trees to take care of increased demand. The problem now is to make the present rubber supply stretch out to cover the normal increase in demand, until fresh areas can be planted and come into yield. The only far-reaching remedy is conservation, and here we can all help.

## Exalting the Used Car

**I**t is only a few years since the used car was a standing joke within and without the automotive industry. It even found its way into vaudeville. A certain class of operator considered the used car simply as a convenient means of perpetrating swindles. This type of dealer was entirely analogous to the old-time horse trader, whose tricks have come down to us as a tradition.

This state of affairs continued until reputable merchants dealing in motor vehicles saw the danger of the condition and began a campaign to uplift the used car. They gradually educated the public to understand that a used car may be just as satisfactory a buy as a new one. They did this by putting their stock of used cars in as perfect mechanical condition as the case would allow and then standing behind them exactly as if they had been new vehicles. They were careful to give purchasers of used cars accurate descriptions of the vehicles they bought. They took the sharp dealing out of the used car department of the business.

Today, instead of being a joke the used car is recognized by the public generally as being a legitimate piece of merchandise, returning satisfactory transportation in proportion to the price paid.

A Chicago automotive merchant has taken another step forward in handling used cars. This consists of a method of tagging the vehicles to indicate exactly their condition and tell the prospective buyer just what he may expect from his purchase. Three different tags are used. A green tag indicates that the car is practically as good as new, either from brief previous use or from reconstruction. A red tag indicates that the merchant guarantees the general condition of the car, particularly that the gearset and differential are in good shape. A white tag tells the buyer that the car he is examining has not had any reconditioning, but that the company guarantees that the vehicle is dependable and will give transportation service commensurate with the price.

Methods of this sort tend still further to increase the faith of the general public in the used car as an investment in transportation.

Chicago next, and may the industry repeat the successful week that was vouchsafed it in New York.

If taxation without representation was enough to cause the Revolutionary War, the automotive industry will not be able to start any war over lack of representation at the excise tax fight in Congress. It's a poor day that doesn't find some new advocate of complete tax elimination.

## Out on the Coast

By John Wetmore

Los Angeles, Jan. 19.—Despite the fact that December usually marks the beginning of the winter slow-down, automobile buying in southern California last month continued with little abatement, there being a falling in registrations of only about 3,000 from November, which was the peak



month of 1925.

There were according to Motor Fax, Southland's daily statistical journal, 10,909 new passenger car licenses issued in the wind-up month of last year, a gain of 4,095, or 60 per cent. over December, 1924. Ford contributed largely to this gain, with a 114 per cent. increase, registering 39.5 of the total. Exclusive of Ford, however, other makes gained 1,795 sales, an increase of 37 per cent.

Nineteen makes were credited with registrations of more than 100 new passenger cars, as follows, as compared with December, 1924:

	Dec. 1925	Dec. 1924
Ford	4,320	2,020
Chevrolet	855	678
Buick	801	476
Dodge Brothers	531	517
Essex	492	320
Studebaker	390	435
Chrysler	362	153
Hudson	344	265
Nash	341	211
Oakland	301	114
Star	226	211
Hupmobile	221	47
Overland	212	184
Cadillac	165	85
Oldsmobile	160	104
Jewett	136	93
Packard	127	37
Willis-Knight	108	105
Ajux	107	...

There were, according to Motor Fax figures, 115,277 new passenger cars registered in southern California in 1925, as compared with 94,571 in 1924, a gain of 20,706, or 20 per cent., over the preceding year.

## Wis. to Enforce Headlight Law

Madison, Wis., Jan. 19.—A statewide campaign for the enforcement of Wisconsin's anti-glare headlight law is under way following the establishment of a headlight testing station here by the Wisconsin Industrial Commission. A series of tests just completed by John A. Hoeveler, electrical and illuminating engineer for the commission, working with a board which is the invention of Prof. Edward Bennet of the University of Wisconsin, has shown a new way to find if auto lights are within the law.

The board has four windows, located at different heights and certain distances apart. Behind these windows are lights. When the headlights of the car are focused upon the board the following results occur:

If the headlight is in focus and correct, the board will appear a single flood of light.

If the headlight is too weak at any point, the window at that point will show up bright on the board.

If the headlight is too strong at any point, that window will show up black.

The commission does not require direct action, but it requests mayors, police departments and councils to see that the law is enforced.

## DISTRICT MANAGER

Seattle, Wash., Jan. 19 (U. T. P. S.).—Lewis A. Hubbs, connected with the Pacific Coast automotive activities since 1912, has been appointed district manager of the Northwest by the Serv-El Corporation. His territory includes the states of Oregon, Washington, northern Idaho and the province of British Columbia.

## GARAGE FLURRY

Seattle, Jan. 19 (U. T. P. S.).—A burst of garage building was noticeable in Everett during the year just closed. Almost 350 garages were erected in this small city of Washington during the past year.

## MANHATTAN OIL MEN CONVEINE IN DES MOINES

Des Moines, Jan. 19.—Twenty field representatives of the Manhattan Oil Company gathered at headquarters office here for their annual sales conference, and headed by H. E. Wormhoudt, general manager, and R. O. Fowler, superintendent of stations, left for Kansas City to visit refineries and plants of the company. A visit to a producing well at Greenwood county, Kansas, is included in the itinerary and stops will be made at stations along the pipe line.

## Shop Equipment

### EVERREADY GUN.

Service stations will find the EverReady grease gun, made by Charles P. Rogers & Co., an efficient means of providing quick and thorough chassis lubrication.

The cylinder stands upright on a steel frame and pumping is accomplished by operating a handle which projects out horizontally from the cylinder. A pressure of 14,000 pounds is claimed to be delivered by easy strokes of this handle.

Filling is easily accomplished by unscrewing the cylinder from its base and charging it at the bottom with grease. The hose is of special construction to withstand the enormous pressure built up. Nozzle is made to fit standard grease nipples.

This concern has also brought out a model of the gun operated by compressed air. Pressure of 100 pounds, which is available at nearly every station which gives tire inflation service, is built up to enormous proportions within the gun.

To operate it, the hose is attached to a fitting and the pressure of a trigger shoots a charge of grease into the bearing.

Price of the hand-operated gun is \$60.

## ANNOUNCE NEW TYPE OF COMBUSTION ENGINE

Rock Island, Ill., Jan. 19.—The Hermann Associates, headed by C. C. Hermann, president, and J. F. Hermann, secretary and inventor, have announced an invention, the Hermann-Cycles, which they claim will improve present types of internal combustion engines, increasing their power 45 per cent.; raise fuel efficiency 200 per cent. above the present efficiency; eliminate oil dilution; eliminate from the exhaust poisonous carbon monoxide gas and render unnecessary transmission, carburetor and muffler, they state.

## Cappelen Joins Gemco Mfg. Co.

Milwaukee, Jan. 19.—On January 1 A. S. Cappelen joined the Gemco Manufacturing Company's organization as a special shock absorber traveling sales supervisor. Mr. Cappelen, who was formerly with Burd Gilman, will confine his entire efforts to the sale of the Gemco proportionate control shock absorbers. He will work with the other Gemco sales representatives in their various territories.

The new improved Gemco represents the very latest in shock absorber development, officials of the company claim. Proportionate control is obtained through the Gemco cam lever principle. The instruments automatically adjust themselves to the car load and the condition of the road, it is claimed.

## Big Demand for U. S. Auto Products

Special from A. D. N. Washington Bureau  
Washington, Jan. 19.—Openings for the sale of American automotive products in world markets are compiled by the Department of Commerce from its trade envoys stationed abroad.

Detailed information may be obtained from the department or any of its co-operative offices by stating the number or numbers of the following inquiries:—

### PURCHASERS

Canada—18752, road making machinery; 18801, road making shovel, steam or motor driven.  
Egypt—18763, automobiles, low prices and second hand.  
Germany—18781, automobiles; 18780, and 18781, tires.  
South Africa—18799, benzol, 500 gallons per month.  
Uruguay—18786, lubricating oils and greases.

### AGENTS

Austria—18758, automobile accessories.  
Denmark—18783, lubricating and fuel oils.  
England—18766, automobile accessories.  
Germany—18756, automobiles of special makes.  
Portuguese East Africa—18749, tires for automobiles, motorcycles and bicycles.  
South Africa—18784, lubricating oils.  
Sumatra—18764, motor trucks of ½, ¾ and 1 ton capacity.

### STROTMAYER DEAD

Richmond, Va., Jan. 19 (U. T. P. S.).—George B. Strotmeyer, Sr., aged 42, who was connected with the Dominion Oil Company and the Dennis Auto Supply Company, died last Tuesday at St. Elizabeth's Hospital here. He was well known in Richmond, where he was born and reared and was one of the leading automotive men of the city. He is survived by his widow and two children.

## Coming Automotive Events

### JANUARY

- 21-22—Buffalo, N. Y. Winter sectional meeting of the American Society for Steel Treating.
- 16-23—Newark, N. J. Nineteenth Annual Newark Automobile Show.
- 16-23—Philadelphia, Pa. Twenty-fifth Annual Automobile Show.
- 16-23—Cincinnati, Ohio. Automobile Show.
- 16-23—Milwaukee, Wis. Automobile Show.
- 16-23—Buffalo, N. Y. Twenty-fourth Annual Automobile Show.
- 18-23—New York City. Twelfth National Motorcycle, Bicycle and Accessory Show, Madison Square Garden.
- 18-23—Columbus, Ohio. Columbus Automobile Dealers' Association, Motor Hall Auto Show.
- 18-23—Elmira, N. Y. Elmira Automobile Dealers' Association, Sixteenth Annual Auto Show.
- 19-21—Buffalo, N. Y. American Petroleum Institute, winter sectional meeting.
- 19-21—Los Angeles, Cal. American Petroleum Institute, sixth annual meeting.
- 21-22—Detroit, Mich. Michigan Highway Association.
- 21-22—Los Angeles, Cal. American Society for Steel Treating, sixth annual meeting.
- 23-30—Montreal, Canada. Annual Motor Show.
- 23-30—Cleveland, Ohio. Cleveland Automobile Manufacturers and Dealers' Association, automobile show.
- 23-30—Baltimore, Md. Twentieth Annual Automobile Show.
- 23-30—Detroit. Twenty-fifth Annual Automobile Show.
- 23-30—Brooklyn, N. Y. Fifteenth Annual Automobile Show.
- 25-30—Scranton, Pa. Scranton Motor Trades Association Auto Show.
- 25-30—Lowell, Mass. Twelfth Annual Automobile Show of Lowell Automobile Dealers' Association.
- 26—American Road Builders' Association, Good Roads Week.
- 26-29—Detroit. Society of Automotive Engineers, annual meeting.
- 27—Detroit. Michigan Highway Association.
- 27—Detroit. Michigan Automotive Trades Association, sixth annual convention.
- 30-Feb. 6—Washington, D. C. Automobile Show.
- 30-Feb. 6—San Francisco. Tenth Annual Pacific Automobile Show.
- 30-Feb. 6—Chicago. Eleventh Annual Automobile Salon, Hotel Drake.
- 31-Feb. 6—Chicago. National Auto Show.

### FEBRUARY

- 2-6—Denver, Col. Denver Automobile Dealers' Association, annual show.
- 2-6—Atlantic City, N. J. Atlantic City Auto Dealers' Association, annual show.
- 3-6—Springfield, Ill. Seventh Annual Show.
- 9—Springfield, Ill. Illinois Automotive Trade Association, annual convention.
- 6-13—Providence, R. I. Rhode Island Automobile Dealers' Association, annual automobile show.
- 6-13—Minneapolis, Minn. Minneapolis Automobile Trade Association, Northwestern Automobile Show.
- 8-12—Newark, N. Y. Annual Automobile Show.
- 15-20—Indianapolis. Spring Automobile Show.
- 21-28—Omaha. Automobile Show.
- 20-27—Los Angeles. Automobile Show.
- 14-20—Des Moines, Iowa. Automobile Show.
- 20-27—Albany, N. Y. Annual Automobile Show.



# Financial News of the Automotive Industry

## 10 MILLION FISK NOTE ISSUE SOLD

### Rubber Company Financing Quickly Float- ed by Dillon, Read

NEW YORK, Jan. 19.—Dillon, Read & Co. have sold \$10,000,000 five year 5½ per cent, sinking fund notes of the Fisk Rubber Company, due 1931, at 98¼ and interest, to yield more than 5.90 per cent. The issue was quickly snapped up. The proceeds will provide additional working capital to meet the present costs of crude rubber and for other purposes.

The Fisk Rubber Company is one of the five largest manufacturers of pneumatic and solid tires. Its tire plants have a combined capacity of 30,000 casings and 50,000 tubes per day. In addition, it has fabric plants in Connecticut and Rhode Island.

Consolidated balance sheet of the company and its subsidiary selling companies as at October 31, 1925, after giving effect to this financing, shows net tangible assets of more than \$49,000,000. After deducting current liabilities of \$3,215,000 the company had net current assets of more than \$27,000,000. For the year ended last October 31, the company reports net sales of approximately \$75,000,000. Net income after all charges available for interest on funded debt and Federal income taxes was more than \$8,000,000. After interest on the first mortgage bonds there was left a balance of \$7,458,000 available for interest on these notes, for whose service maximum annual interest requirements amount to only \$550,000.

### Car & Foundry Merger Attracting Attention

New York, Jan. 19.—The purchase of the Brill Corporation, with its four subsidiary companies, by American Car and Foundry Company is one of the largest and most far-reaching industrial transactions in years. With its large holdings of American Locomotive shares, Brill Corporation, J. G. Brill Company, American Car and Foundry Motor Company, Hall-Scott Motor Company and Fageol Company, American Car and Foundry becomes the world's most important unit in combined production of railroad cars, electric cars, locomotives, buses, motors and engines.

There may be no truth in the reports that negotiations are underway for a combination of American Car and Foundry and American Locomotive, but with W. H. Woodin at the head of both companies, rumors of this kind are difficult to dispose of.

### Nash to Vote on Plan For Increasing Stock

New York, Jan. 19.—At annual meeting of Nash Motors Company, on January 27, stockholders will vote to amend the certificate of incorporation, increasing the authorized capital stock to 2,955,000 shares, of which 225,000 shares of \$100 par will be preferred stock and 2,730,000 shares of no par value will be common stock. They will also vote to authorize directors to issue 2,457,000 shares of common in consideration of the capitalization of surplus equal to \$12,285,000, or \$5 a share, which stock will be distributed pro rata to common stockholders. Preferred stock has been called for redemption February 1. It is also proposed to change the date of the annual meeting from the last Wednesday in January to the first Wednesday in February.

## RANGE OF AUTOMOTIVE STOCKS

NEW YORK STOCK EXCHANGE									
Previous, 1925	High	Low	Div.	Adv.	Ret.	High	Low	Close	Net Change
58 1/2	58 1/2	58 1/2	3	Advance Rumely pf.	400	58 1/2	58 1/2	58 1/2	+ 1/2
11 1/4	11 1/4	11 1/4	10	Ajux Rubber	400	10 1/4	10 1/4	10 1/4	+ 1/2
94 1/2	94 1/2	94 1/2	6	Allis-Chalmers	1,300	92 1/2	91 1/2	92 1/2	+ 1 1/2
34 1/2	34 1/2	34 1/2	1	Am. Bosch Magneto	1,600	30 1/2	29 1/2	30 1/2	+ 1/2
15 1/2	15 1/2	15 1/2	1	Am.-La. France	2,100	13 1/2	13 1/2	13 1/2	+ 1/2
100 1/2	100 1/2	100 1/2	7	Am.-La. France pf.	100	98 1/2	98 1/2	98 1/2	+ 1/2
37 1/2	37 1/2	37 1/2	3	Briggs Mfg. Co.	2,200	34 1/2	34 1/2	34 1/2	+ 1/2
49 1/2	49 1/2	49 1/2	3	Chandler Motor	700	46 1/2	46 1/2	46 1/2	+ 1/2
54 1/2	54 1/2	54 1/2	3	Chrysler Corp. new	25,000	50 1/2	48 1/2	49 1/2	+ 1 1/2
108 1/2	108 1/2	108 1/2	8	Chrysler Corp. pf.	100	106 1/2	106 1/2	106 1/2	+ 1
13 1/2	13 1/2	13 1/2	.80	Continental Motors	3,200	12 1/2	11 1/2	12 1/2	+ 1 1/2
47 1/2	47 1/2	47 1/2	7	Dodge Bros. A.	10,200	43 1/2	42 1/2	43 1/2	+ 1 1/2
88 1/2	88 1/2	88 1/2	7	Dodge Bros. pf.	800	86 1/2	86 1/2	86 1/2	+ 1 1/2
30 1/2	30 1/2	30 1/2	2	Eaton Axle & Spring	1,000	28 1/2	27 1/2	28 1/2	+ 1 1/2
75 1/2	75 1/2	75 1/2	6	Electric Stor. Battery	800	73 1/2	73 1/2	73 1/2	+ 1 1/2
18 1/2	18 1/2	18 1/2	.64	Fifth Ave. Bus.	800	18 1/2	17 1/2	18 1/2	+ 1 1/2
105 1/2	105 1/2	105 1/2	5	Fisher Body	1,100	98 1/2	97 1/2	98 1/2	+ 1 1/2
26 1/2	26 1/2	26 1/2	7	Fisk Rubber	9,400	25 1/2	24 1/2	25 1/2	+ 1 1/2
115 1/2	115 1/2	115 1/2	7	Fisk Rubber 1st pf.	700	113 1/2	113 1/2	113 1/2	+ 1 1/2
41 1/2	41 1/2	41 1/2	3 1/2	Gabriel Snubber A.	900	38 1/2	37 1/2	38 1/2	+ 1 1/2
9 1/2	9 1/2	9 1/2	8	Gardner Motor	400	9 1/2	8 1/2	9 1/2	+ 1 1/2
127 1/2	127 1/2	127 1/2	12	General Motors	48,800	118 1/2	117 1/2	118 1/2	+ 1 1/2
115 1/2	115 1/2	115 1/2	7	General Motors pf.	200	114 1/2	114 1/2	114 1/2	+ 1 1/2
25 1/2	25 1/2	25 1/2	2	Glidden Co.	1,000	24 1/2	24 1/2	24 1/2	+ 1 1/2
65 1/2	65 1/2	65 1/2	4	Goodrich	1,500	63 1/2	62 1/2	63 1/2	+ 1 1/2
106 1/2	106 1/2	106 1/2	7	Goodyear T. & R.	500	104 1/2	104 1/2	104 1/2	+ 1 1/2
106 1/2	106 1/2	106 1/2	8	Goodyear T. & R. pf.	100	105 1/2	105 1/2	105 1/2	+ 1 1/2
46 1/2	46 1/2	46 1/2	3.50	Hayes Wheel	2,200	44 1/2	44 1/2	44 1/2	+ 1 1/2
123 1/2	123 1/2	123 1/2	3	Hudson Motor Car	54,500	111 1/2	108 1/2	109 1/2	+ 1 1/2
28 1/2	28 1/2	28 1/2	1	Hupp Motor Car	3,600	26 1/2	26 1/2	26 1/2	+ 1 1/2
19 1/2	19 1/2	19 1/2	.50	Indian Motorcycle	100	19 1/2	19 1/2	19 1/2	+ 1 1/2
53 1/2	53 1/2	53 1/2	3	Jordan Motor Car	9,500	51 1/2	48 1/2	49 1/2	+ 2 1/2
19 1/2	19 1/2	19 1/2	3	Kelly-Springfield	1,400	18 1/2	17 1/2	18 1/2	+ 1 1/2
119 1/2	119 1/2	119 1/2	6	Kelsey Wheel	400	112 1/2	112 1/2	112 1/2	+ 1 1/2
2 1/2	2 1/2	2 1/2	1	Keystone T. & R.	200	2 1/2	2 1/2	2 1/2	+ 1 1/2
14 1/2	14 1/2	14 1/2	12	Lee Rubber & Tire	3,900	12 1/2	12 1/2	12 1/2	+ 1 1/2
159 1/2	159 1/2	159 1/2	6	Lee R. & T. ex rts.	200	148 1/2	145 1/2	146 1/2	+ 1 1/2
7 1/2	7 1/2	7 1/2	6	Mack Trucks	4,600	7 1/2	7 1/2	7 1/2	+ 1 1/2
31 1/2	31 1/2	31 1/2	2	Mack Trucks rts.	100	29 1/2	29 1/2	29 1/2	+ 1 1/2
37 1/2	37 1/2	37 1/2	3	Marlin Rockwell	1,300	33 1/2	33 1/2	33 1/2	+ 1 1/2
44 1/2	44 1/2	44 1/2	2.50	Moon Motors	500	40 1/2	40 1/2	40 1/2	+ 1 1/2
53 1/2	53 1/2	53 1/2	2.30	Motor Wheel Corp.	600	31 1/2	31 1/2	31 1/2	+ 1 1/2
18 1/2	18 1/2	18 1/2	16	Mullins Body	200	17 1/2	17 1/2	17 1/2	+ 1 1/2
13 1/2	13 1/2	13 1/2	10	Murray Body	12,600	13 1/2	12 1/2	13 1/2	+ 1 1/2
519 1/2	519 1/2	519 1/2	17	Nash Motors	500	514 1/2	510 1/2	510 1/2	+ 1 1/2
43 1/2	43 1/2	43 1/2	39	Packard Motor Car	3,200	39 1/2	39 1/2	39 1/2	+ 1 1/2
28 1/2	28 1/2	28 1/2	1.80	Paige-Detroit Motor	2,100	26 1/2	25 1/2	26 1/2	+ 1 1/2
43 1/2	43 1/2	43 1/2	35	Pierce-Arrow	13,900	40 1/2	38 1/2	39 1/2	+ 1 1/2
108 1/2	108 1/2	108 1/2	94	Pierce-Arrow pf.	1,900	106 1/2	103 1/2	106 1/2	+ 1 1/2
10 1/2	10 1/2	10 1/2	9	Reynolds Spring	400	9 1/2	9 1/2	9 1/2	+ 1 1/2
29 1/2	29 1/2	29 1/2	27	Spicer Mfg. Co.	700	28 1/2	27 1/2	28 1/2	+ 1 1/2
92 1/2	92 1/2	92 1/2	6	Stewart-Warner Speed	4,200	89 1/2	87 1/2	88 1/2	+ 1 1/2
59 1/2	59 1/2	59 1/2	6	Studebaker Co.	9,900	56 1/2	56 1/2	56 1/2	+ 1 1/2
56 1/2	56 1/2	56 1/2	4	Timken Roller Bear	1,800	53 1/2	53 1/2	53 1/2	+ 1 1/2
85 1/2	85 1/2	85 1/2	78 1/2	U. S. Rubber	40,200	85 1/2	83 1/2	84 1/2	+ 1 1/2
86 1/2	86 1/2	86 1/2	80	White Motors	4,500	82 1/2	80 1/2	80 1/2	+ 1 1/2
34 1/2	34 1/2	34 1/2	28 1/2	Willis-Overland	25,700	29 1/2	28 1/2	29 1/2	+ 1 1/2

NEW YORK CURB MARKET									
Sales	High	Low	Last Chge.	Net	CHICAGO				
200 Chand-Cleve	27 1/2	27 1/2	27 1/2	+ 1/2	1050 Auburn Auto	50 1/2	49 1/2	50 1/2	+ 1/2
1500 Chan-Cle pf	43 1/2	46 1/2	47 1/2	+ 1/2	4350 Bendix Corp	29 1/2	29 1/2	29 1/2	+ 1/2
200 Cleve. Auto	27 1/2	27 1/2	27 1/2	+ 1/2	350 Cont Motors	12 1/2	12 1/2	12 1/2	+ 1/2
500 Durant Mot.	12 1/2	12 1/2	12 1/2	+ 1/2	525 Hupp Motor	26 1/2	26 1/2	26 1/2	+ 1/2
600 Federal M T	41 1/2	41 1/2	41 1/2	+ 1/2	100 Reo Motors	24 1/2	24 1/2	24 1/2	+ 1/2
100 Fire T&R pf	99 1/2	99 1/2	99 1/2	+ 1/2	8475 Stewart-Warner	89 1/2	87 1/2	88 1/2	+ 1 1/2
200 Franklin	32 1/2	32 1/2	32 1/2	+ 1/2	50 Yellow Truck B.	30 1/2	30 1/2	30 1/2	+ 1/2
1100 Goodyear Tire	36 1/2	34 1/2	34 1/2	+ 1/2	12 Yellow Truck B.	30 1/2	30 1/2	30 1/2	+ 1/2
4000 Interc Rub.	20 1/2	20 1/2	20 1/2	+ 1/2	250 Yellow Taxi	48 1/2	47 1/2	48 1/2	+ 1 1/2
100 Midland R.	45 1/2	45 1/2	45 1/2	+ 1/2	175 Federal Truck	41 1/2	41 1/2	41 1/2	+ 1 1/2
100 Miller R nw	37 1/2	37 1/2	37 1/2	+ 1/2	150 Hall Lamp	16 1/2	16 1/2	16 1/2	+ 1/2
2100 Reo Motor	24 1/2	24 1/2	24 1/2	+ 1/2	2000 Packard	39 1/2	39 1/2	39 1/2	+ 1 1/2
500 Rep M T cif	10 1/2	9 1/2	9 1/2	+ 1/2	900 Reo Motor	24 1/2	23 1/2	24 1/2	+ 1 1/2
2100 Rickenbacker	8 1/2	8 1/2	8 1/2	+ 1/2	500 Paige	26 1/2	25 1/2	26 1/2	+ 1 1/2
4500 Stutz Motor	33 1/2	33 1/2	33 1/2	+ 1/2	2100 Timken Axle	10 1/2	10 1/2	10 1/2	+ 1 1/2
1800 Timken D A	10 1/2	10 1/2	10 1/2	+ 1/2	CLEVELAND				
1000 U S Rub Rec	16 1/2	16 1/2	16 1/2	+ 1/2	Firestone	12 1/2	12 1/2	12 1/2	+ 1/2

(Above table shows Monday's stock movement, complete.)

## Current Commodity Prices

New York, Jan. 19.—The crude rubber market is weaker than it has been in a long time. Price movements are nervous and disorderly. The weakness is attributed to lower London cables and the report of larger stocks held there. Factory buying in the New York market is very limited. Consumers' inquiry appears only at intervals. It is persistently rumored that the price of Mid-continent crude oil will shortly be advanced. The gasoline inquiry is more active. Conditions in the steel market are unchanged.

STEEL PRODUCTS		SCRAP RUBBER	
Semi-Finished—Gross Tons		Inner tubes, No. 1..... 11 a 12	
Billets, re-rolling.....	\$35.00a\$37.00	Inner tubes, No. 2..... 8 a 9	
Billets, forging.....	\$41.00a\$42.00	Inner tubes, No. 2 red..... 7 1/2 a 8	
Steel bars (hot rolled).....	2.00a 2.10	Tire, automobile, white, ton..... \$60.00a\$70.00	
Plates (hot rolled).....	1.60a 1.70	Mixed auto tires..... 40.00a\$45.00	
Blue annealed sheets.....	2.50a 2.60	Reclaimed rubber—Tire reclaimed, 13c; shoe reclaimed, 11c; tube reclaimed, 22c.	
Black sheets.....	2.35a 2.40		
Auto body.....	4.40a 4.50		
Bands.....	2.40a 2.50		
Cold rolled strip.....	3.75a 3.80		
Hot rolled strip.....	2.20a 2.30		
Pig iron, Basic.....			
Valleys.....	20.00a\$21.00		
Eastern Pennsylvania.....	22.00a\$23.00		
IRON AND STEEL SCRAP		OIL AND GASOLINE	
(Buying prices, f. o. b. New York.)		MOTOR GASOLINE	
Heavy melting steel.....	\$13.00a\$13.00	Garages (steel barrels).....	— a 17
Machine shop turnings.....	5.00a\$5.00	Up-State New York.....	— a 17
Cast iron borings.....	9.50a\$10.00	Single tank cars, delivered, New York.....	12 1/2 a Nom.
No. 1 cast scrap.....	16.00a\$17.00		
MILL PRODUCTS		CRUDE PRICES AT WELLS	
Base prices, cents per pound, f. o. b. mill.		EASTERN—	
High brass sheets.....	19 1/2 a —	Penn. grade oil	
Copper, in rolls.....	21 1/2 a —	in Buckeye P.	
Zinc, spot, New York.....	8.92 1/2 a 8.95	Co. lines..... \$3.65	
Lead, spot, New York.....	9.25 a 9.50	Bradford District	
Aluminum, virgin 98a99%.....	27 a —	oil in Nat.	
		Trans. Co. lines 3.65	
		Penn. grade oil	
		in Nat. Tran.	
		Co. lines..... 3.55	
		Gaines grade oil	
		in Nat. Tran.	
		Co. lines..... 3.20	
		Penn. grade oil	
		in S. W. Pa.	
		Pipe lines..... 3.55	
		Penn. grade oil	
		in Eureka P.	
		Line Co. lines 3.50	
		CENTRAL—	
		Lima..... 1.98	
		Indiana..... 1.78	
		Pinceton..... 1.87	
		Hancock..... 1.87	
		Woodstock..... 1.87	
		Waterloo, Ill..... 1.00	
		Plymouth..... 1.40	
		Canadian..... 2.38	
RODS		SANCTION RUBBER PLAN	
High brass (round 3/4 to 2 1/2 in.) 16 1/2 a —		New York, Jan. 19.—Members of the Rubber Exchange, Inc., of New York have ratified amendments to the by-laws to increase the regular membership to 250. There are five	
Copper, rods, round..... 22 1/2 a —			
OLD METALS			
Following are dealers' buying and selling prices for large quantities, f. o. b. cars, New York:—			
Heavy machinery com.	9 1/2 a 9 1/2	10 1/2 a 11 1/2	
New brass clippings.....	8 1/2 a 9 1/2	10 1/2 a 10 1/2	
Auto radiators.....	7 1/2 a 7 1/2	7 1/2 a 8 1/2	
Brass, heavy.....	7 1/2 a 7 1/2	8 1/2 a 8 1/2	
Brass, light.....	6 1/2 a 7 1/2	7 1/2 a 7 1/2	



## DEALER DOINGS

### DEALER BUYS OAKLAND BRANCH IN OMAHA

Omaha, Neb., Jan. 19.—The Omaha branch of the Oakland Motor Car Company has just been sold to the Paul Gerhard Motors, Inc., according to announcement by A. M. Colegrove, district manager of the Oakland company. The local plant has been operated for the past eight years as a factory branch. The new operators will handle the local Oakland car trade.

### NEWPORT (ARK.) MANAGER SELLS INTEREST IN FIRM

Newport, Ark., Jan. 19.—R. H. Scruggs, for five years manager of the Hutson-Scruggs-Stevens Company, Ford dealer here, has just disposed of his interest in the business to Cyrus O'Neill of this city,

who has assumed management of the firm. Mr. Scruggs will go to Tampa, Fla., to live.

### OIL MAN SELLS AUTO CO. INTEREST TO PARTNER

Tekamah, Neb., Jan. 19.—S. A. Wassum, pioneer local automobile dealer, has just sold his interest in the Cornish Auto Company to J. E. Cornish, his partner. Mr. Wassum will devote all of his attention to the Tekamah Oil Company, of which he is president.

## Personal Items

### MCCOSKER IN LOS ANGELES

Los Angeles, Cal., Jan. 19.—David McCosker, assistant to the president of the Moon Motor Car Company of St. Louis, is now visiting here. He is the guest of Don P. Smith, southern California distributor of Moon and Diana cars.

### TIRE SHOP IMPROVED

Falls City, Neb., Jan. 19.—The Mayfield Tire Shop here is being

redecorated and enlarged to house a battery and electrical department which will be added to the tire business this month.

### LAMPING AT REO MEET

Seattle, Wash., Jan. 19.—Fred Lamping of the Lamping-McDonald Motor Company has just returned from a trip to the Reo Motor Car Company factory at Lansing, Mich., where he attended the annual sales conference.

## Improvements

### WILL MOVE MAY 1

Columbus, O., Jan. 19.—It is announced by Ira P. Madden, president of the Madden-Atkinson Automobile Company, Central Ohio distributors of the Paige and Jewett, that the company's new building now in course of construction on East Broad Street will be ready for occupancy about May 1. The quarters at 399-405 East Main St., which this organization has used since 1922, have become inadequate.

### ADDS SERVICE FEATURE

Los Angeles, Jan. 19.—A complete service department has been added to the Hollywood branch of the Sperl Motor Car Company, local Rickenbacker representative. P. V. St. Clair is in charge of the department.

## NEW INCORPORATIONS

### ILLINOIS

Springfield, Ill., Jan. 19.—Automotive firms just incorporated are: Hargan-Marx Company, 12-20 West Harrison St., Danville, \$25,000; Earl B. Hargan, Zella J. Hargan, Effie Marx and Charles W. Marx, to manufacture and deal in automobiles, trucks, motor vehicles, etc.

Harris & Barnett, Inc., 4407-09 West Madison St., Chicago, \$10,000; to deal, buy and sell automobiles and motor vehicles; Arthur W. Coppin, A. Barnett and Dave A. Harris. Swift-Lift Company, 1714-7 South Dearborn St., Chicago, \$25,000, and 3,000 shares no par value; to buy, blend and deal in oil products, automobile equipment, etc.; L. G. Parker, C. M. Swift and S. C. Larson.

Sinclair Taxicab Manufacturing Company, 160 North La Salle St., Chicago, \$500,000; to manufacture, assemble and deal in automobiles, automobile parts and accessories; Harry C. Moran, Paul O'Donnell and Jesse M. David.

S. & F. Tire Corporation, 607-09 Franklin St., Peoria, \$25,000; selling, servicing and repairing of pneumatic, cushion and solid rubber tires; O. P. Westervelt, Bruce E. Dwinell and Clair Westervelt. Emory-Drexel Livery, Inc., 4443 Cottage Grove Ave., Chicago, \$25,000; conducting a general garage business and motor livery business; Edwin A. Halligan, Maurice H. Nierenberg and Max Daniels.

The Graynite Battery Manufacturing Company, 325 West Jackson St., Chicago, \$20,000; manufacturing of batteries, electrical specialties and mechanical devices; M. R. McNeill, R. K. Gray, Wellington Quirk, Graham de S. Lewis and Hortense G. Gray.

Norem-Wideman Corporation, 316-24 West Main St., Chicago, \$20,000; to conduct a general garage business; Henry E. Johnson, Julius A. Wideman and Ervin J. Norem.

The Hoffman and Werk Company, 329 East Jefferson St., Springfield, \$25,000; to deal in automobiles, parts and accessories; E. B. Werk, G. E. Hoffman and C. L. Mason.

John P. Lynch Trucking Company, 522 South Franklin St., Chicago, \$40,000; to maintain a general trucking and cartage business; John P. Lynch, M. E. Lynch and Henry C. Schulze.

Union Trucking Company, 2103 South

Ashland Ave., Chicago, \$1,000 shares no par value; to own and operate motor trucks, wagons, etc.; M. B. Flynn, J. R. Troutman and T. C. Frederick.

A. J. Oosterbeck Motor Company, Inc., 7541 South Halstead St., Chicago, 500 shares no par value; to conduct a general and special automobile and vehicle accessory business; Andrew J. Oosterbeck, Ella Oosterbeck and Louis J. Becker.

Auto Fabrics Products Inc., 729 Milwaukee Ave., Chicago, \$10,000; acquire and deal in, operate and dispose of trademarks, patents, trade names, inventions, etc.; Joseph W. Osten, Clara M. McNulty, Michael J. McNulty and Mildred R. Osten.

### WASHINGTON

Olympia, Wash., Jan. 19.—New Washington incorporations include the following:—

Consolidated Motors Company, Aberdeen; \$20,000; J. L. Green, V. T. Redman and Edward Van Schaack; to distribute automobiles and accessories.

Withrow Brothers Motor Company, Pullman; \$15,000; E. M. Withrow, W. I. Withrow and J. W. Withrow; to distribute automobiles.

Blue Bird Electric Shop, Tacoma; \$49,000; A. B. Conrad and Dorothy B. Conrad; to deal in electrical equipment of all kinds.

Dunn Motors, Inc., Seattle; amendment increasing capital stock from \$20,000 to \$30,000; filing by G. Ward Kemp, Seattle.

Pacific Nitrogen Corporation, Seattle; amendment increasing capital stock from \$200,000 to \$400,000; filing by Wright & Catlett, Seattle.

Norman's Automotive Service, Seattle; \$50,000; L. V. Norman, Millard P. Thomas and E. S. McCord, Jr.; to distribute automobile accessories and engage in a general automotive service business.

Rainier Valley Motor Company, Seattle; \$5,000; Roy M. Helland and G. F. Magnuson; to deal in automobiles.

Washington Lubricating Company, Seattle; \$199,000; J. L. Shannon and W. L. Grill; to deal in all kinds of lubricants.

The Ped-O-Car Manufacturing Company, Connell; amendment increasing capital stock from \$50,000 to \$100,000; filing by E. M. Gibbons of Pasco, Wash.

## Automotive Daily News BUYERS' DIRECTORY and GUIDE

### Reference List of Prominent Automotive Associations

National Automobile Chamber of Commerce, 366 Madison Ave., New York, N. Y.

Automotive Equipment Association, 1809 City Hall Sq. Bld., Chicago, Ill.

Motor & Accessory Manufacturers' Association, 250 West 57th St., New York, N. Y.

National Automobile Dealers' Association, 320 North Grand Ave., St. Louis, Mo.

National Standard Parts Association, 310 Hofman Blvd., Detroit, Mich.

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January 4, 1926.

Automotive Daily News Publishing Corporation,  
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Gentlemen:

One of the most interesting features of the Automotive Daily News to our minds is the table of monthly new car registration statistics that are periodically published.

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Yours very truly,

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